

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY
BOARD OF COMMISSIONERS
DUNKIN' DONUTS CENTER COMMITTEE MEETING**

May 29, 2012

A meeting of the Dunkin' Donuts Center Committee of the Rhode Island Convention Center Authority Board of Commissioners was held on May 29, 2012, pursuant to notice at the Rhode Island Convention Center, One Sabin Street, Providence, Rhode Island.

Board members present were Jeff Hirsh, Dale Venturini, Scott Gunn and Paul MacDonald.

Also in attendance were Jim McCarvill and Betty Sullivan, RICCA; Tim Muldoon, Deb Tuton and Nancy Beauchamp, RICC; Steve Habl, VETS; Larry Lepore, DDC; Bruce Leach, Legal Council, Michael Nugent, House Finance and Eileen Smith, recording secretary.

Mr. Hirsh called the meeting to order at 2:10 PM. Mr. Hirsh asked for a motion to approve the minutes of the April, Dunkin' Donuts Center Committee meeting. Upon a motion duly made by Mr. MacDonald and seconded by Mr. Gunn it was unanimously

VOTED: to approve the minutes of the April meeting

Mr. Hirsh recognized Mr. Lepore and asked that he address the Committee. Mr. Lepore presented the financial report for the Dunk.

Mr. Lepore noted that April's net income was negative to budget. He said that budgeting miscalculations due to the lack of concerts available and the revenue earned at those events that do occur have had a negative affect on the buildings financial statements.

Mr. Lepore informed the Committee that the building was used for a luncheon following police officer Max Dorley's funeral on Friday. Mr. Lepore noted that everyone has stepped up. Dunkin' Donuts, McLaughlin & Moran, Pepsi and Sport Service volunteered their products and services. Mr. MacDonald noted that everyone had done an incredible job and asked if the Mayor had tanked the staff. Mr. Lepore stated that the Colonel thanked everyone at the time but as yet no thank you has been given to the vendors.

Mr. Lepore reported that he has been speaking with local colleges regarding an economic impact study to determine the impact of these facilities on the City and State. He said that he is waiting for prices to prepare the kind of study that will determine our impact. Mr. Lepore stated that we need to come up with a new business model. Mr. Hirsh asked if a representative from SMG would be here soon. Mr. Lepore said that Bob McClintock will be here next week. Mr. MacDonald stated that our problems are not necessarily the fault of SMG. He said that the Rhode Island economy is in very bad shape. Mr. Lepore said that we are in a very competitive market. He noted that we have difficult competing because our costs are so high. Mr. Gunn stated that because he is a new member of the Board he was unaware that

there were so many variables in the business. Mr. Lepore stated that he thinks it will get better but we must be more realistic in our budget.

Mr. Venturini said that if we don't do concerts what can we do. Mr. Lepore said that we continue to have a strong family market but the concert market is hard to compete in. Mr. McCarvill noted that we were asked to get out of the hotel business and into the arena business because no one else wanted it. He said that we are in a business that does not make any money but we didn't expect to lose as much as we have. Mr. Lepore stated that the concert business is upside down. He said that it is expensive business and building. Mr. Hirsh asked if we are happy with Sport Service. Mr. McCarvill said that they are OK. Mr. Lepore stated that they are good concessionaires. Mr. MacDonald noted that if the City still owned the building it would be boarded up. They wouldn't have been able to keep it up. Mr. Gunn said that it is very frustrating. He said we look to professionals for advice. He stated that we need to know what is going on out there and what path we should take for a better future.

Mr. Hirsh asked if there were any other business. Hearing none he asked for a motion to adjourn. Upon a motion duly made by Mr. MacDonald and seconded by Ms. Venturini it was unanimously

VOTED: to adjourn at 2:50 PM